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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

COMMERCIAL HEAT TREATERS POST 8.1% GAIN IN SALES OVER MAY 1988

May 1989 billings amounted to $50.5 million. This compares to $46.7 million in billings registered in May 1988.

For the year-to-date sales for the Metal Treating Industry have reached $245.4 million. This figure is 5.8% above the 1988 January-to-May total of $232.0 million.

May 1989 saw seven out of nine MTI districts outperforming their May 1988 sales total. Likewise, seven districts topped their 1988 year-to-date performance.

A summary of percentage change by geographic regions follows:

	District	May 89 vs. May 88	Total 1989 vs. 1988
1	New England (MA-RI-CT)	4.6	- 0.2
2	Middle Atlantic (NY-NJ-E.PA-MD)	2.5	5.4
3	South Central (W.PA-OH-IN-KY)	14.1	11.0
4	Michigan	10.9	7.3
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	11.3	11.7
6	North Central (IL-WI-MN-MO-IA)	7.8	4.6
7	Pacific Coast (CA-AZ-ORE-WASH)	18.4	7.2
8	Southwest (TX-OK-AR-CO-LA-UT)	- 3.4	- 3.3
9	Canada	- 3.9	2.8

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

MAY, 1989

BILLINGS FOR MONTH

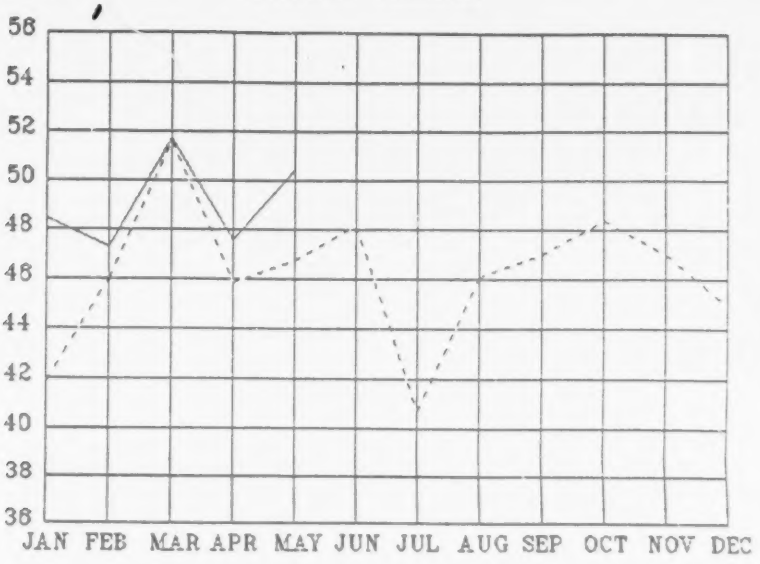
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1988	1989	%	1988	1989
Total	213	46709.2	50484.8	8.1	100.0	100.0
Dist. 1	16	3149.0	3295.0	4.6	6.7	6.5
Dist. 2	26	4874.5	4995.8	2.5	10.4	9.9
Dist. 3	38	7469.0	8524.1	14.1	16.0	16.9
Dist. 4	24	6200.4	6877.8	10.9	13.3	13.6
Dist. 5	18	2659.5	2959.5	11.3	5.7	5.9
Dist. 6	33	8915.6	9612.0	7.8	19.1	19.0
Dist. 7	26	5776.8	6841.1	18.4	12.4	13.6
Dist. 8	18	2991.6	2890.8	- 3.4	6.4	5.7
Dist. 9	14	4672.8	4488.7	- 3.9	10.0	8.9
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1988	1989	%	1988	1989
Total	232026.6	245445.0	5.8	100.0	100.0
Dist. 1	16342.9	16304.3	- 0.2	7.0	6.6
Dist. 2	23199.3	24460.5	5.4	10.0	10.0
Dist. 3	37719.6	41857.5	11.0	16.3	17.1
Dist. 4	31341.9	33642.0	7.3	13.5	13.7
Dist. 5	12960.5	14478.6	11.7	5.6	5.9
Dist. 6	44739.0	46778.4	4.6	19.3	19.1
Dist. 7	28655.5	30715.1	7.2	12.4	12.5
Dist. 8	14783.6	14300.0	- 3.3	6.4	5.8
Dist. 9	22284.3	22908.5	2.8	9.6	9.3

MILLIONS

NATIONAL BILLINGS



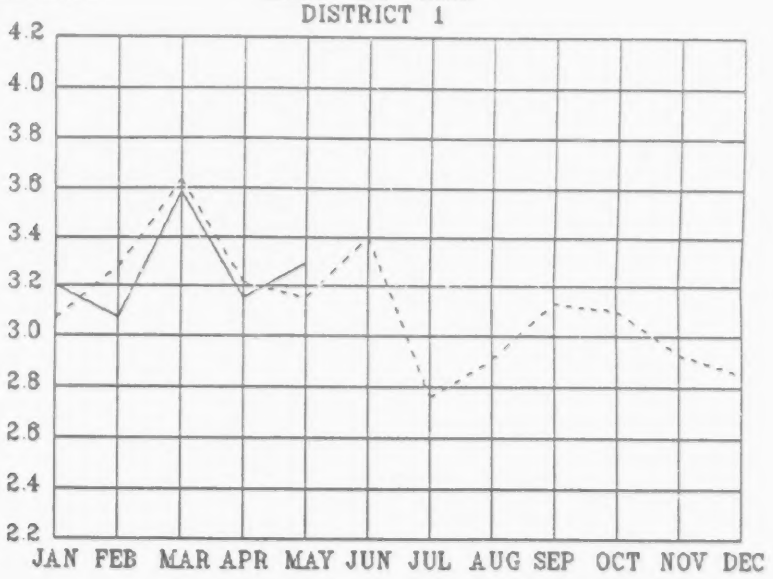
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.6	2.7	0.3	3.8	8.1							
% Change	Cumulative	15.6	8.9	5.7	5.2	5.8							

MILLIONS

MASS.-R.I.-CONN
DISTRICT 1



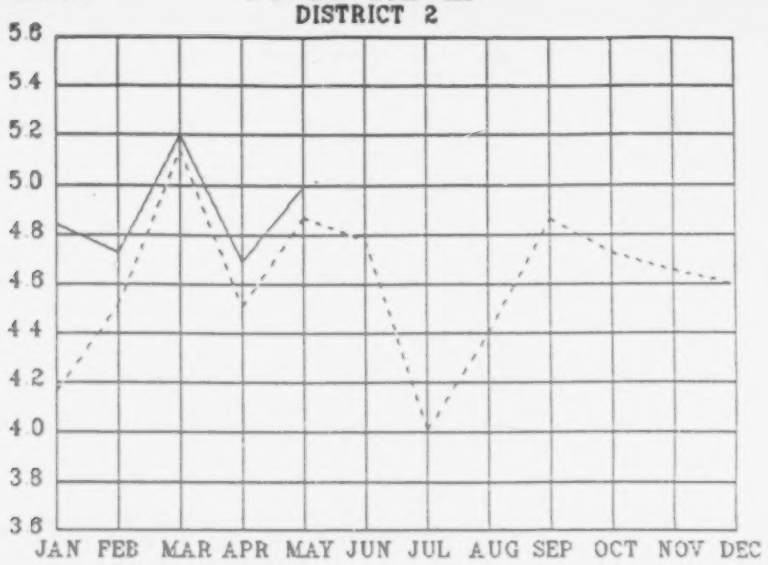
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.4	-6.3	-1.2	-2.2	4.6							
% Change	Cumulative	4.4	-1.1	-1.2	-1.4	-0.2							

MILLIONS

N.Y.-N.J.-E.PA.-MD.
DISTRICT 2

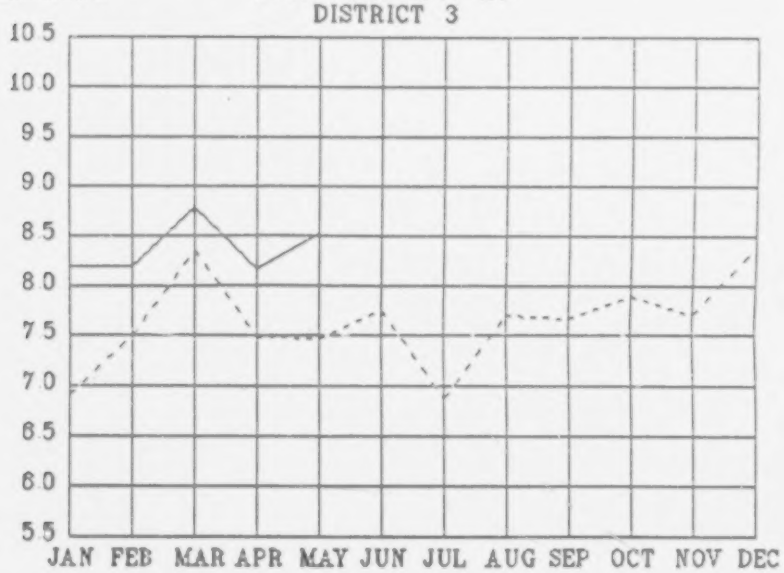


1988 - - - -
1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.3	4.8	1.2	4.1	2.5							
% Change	Cumulative	16.3	10.3	6.9	6.2	5.4							

MILLIONS

W.PA.-OHIO-IND.-KY.
DISTRICT 3

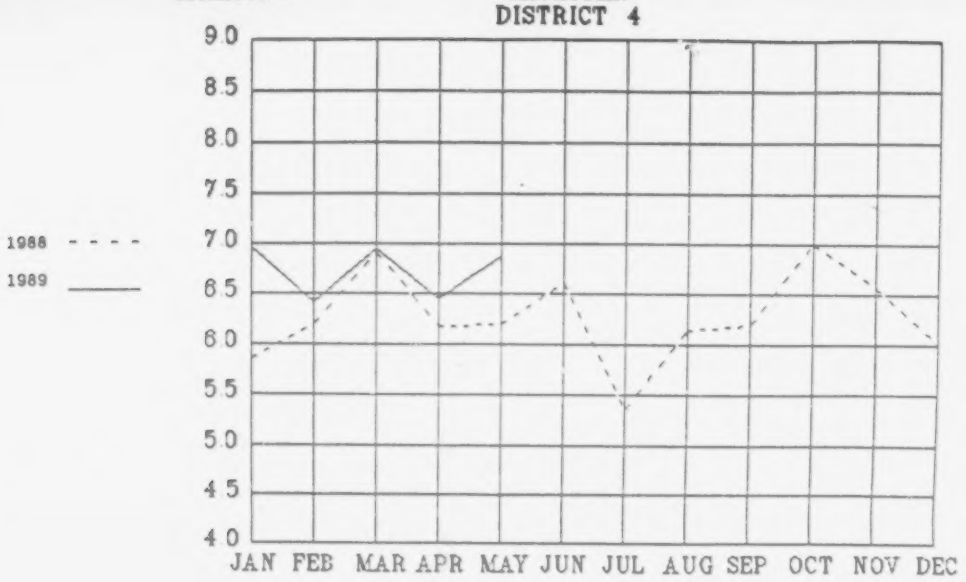


1988 - - - -
1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	18.6	9.2	5.2	9.0	14.1							
% Change	Cumulative	18.6	13.7	10.8	10.2	11.0							

MILLIONS

MICHIGAN
DISTRICT 4



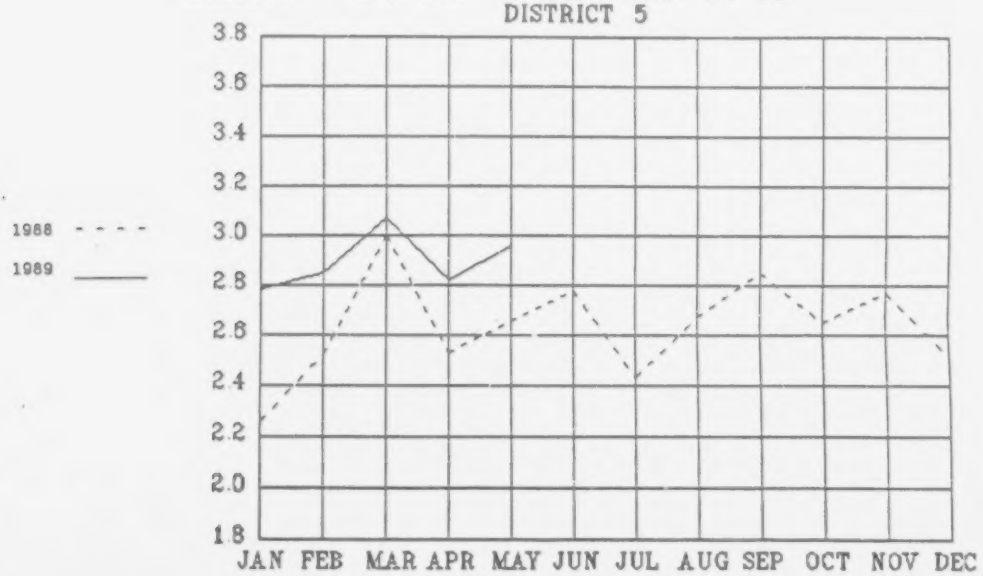
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	3.3	0.5	4.2	10.9							
% Change	Cumulative	19.1	11.0	7.2	6.5	7.3							

MILLIONS

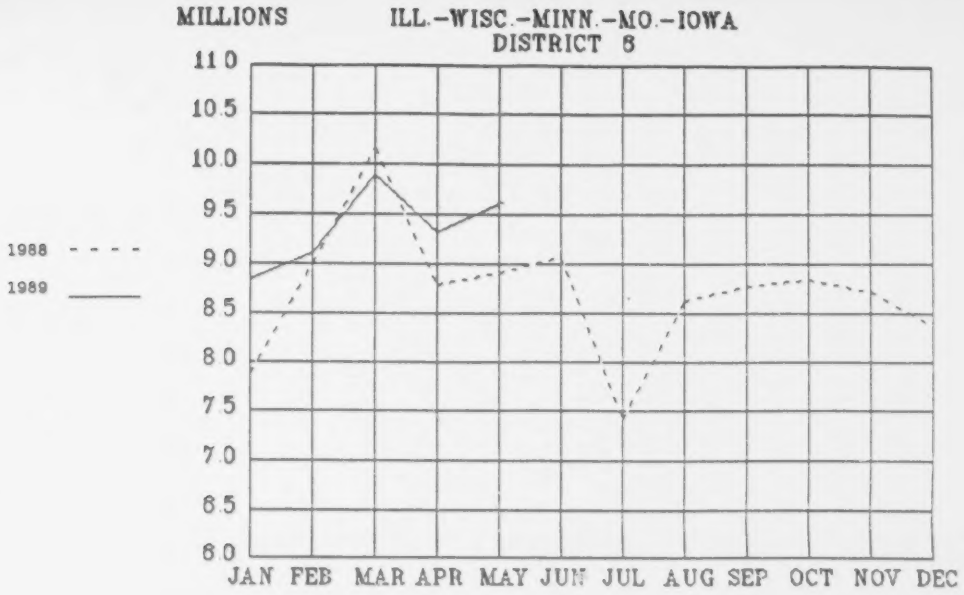
N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



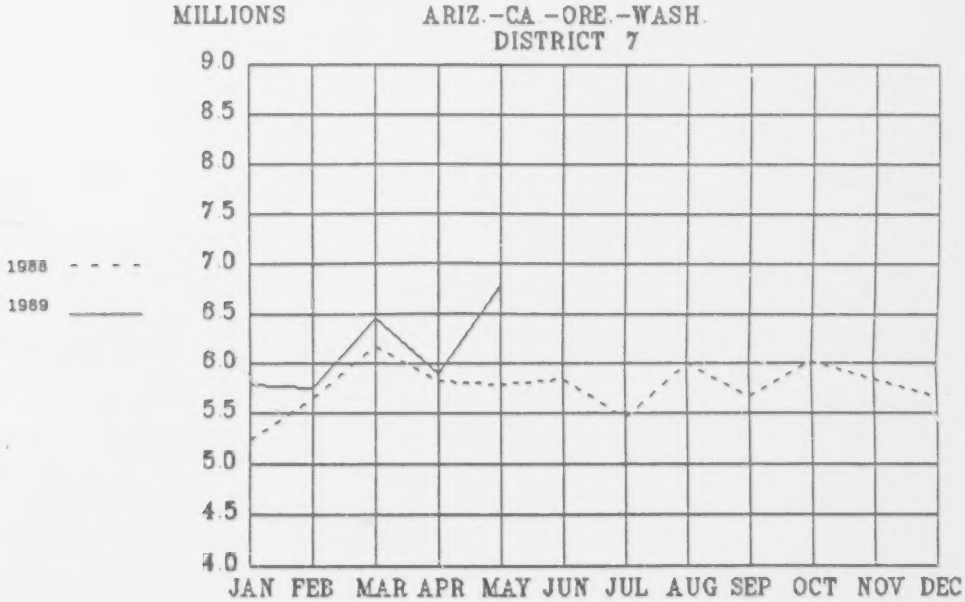
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	23.2	13.1	2.4	11.7	11.3							
% Change	Cumulative	23.2	17.9	11.6	11.8	11.7							



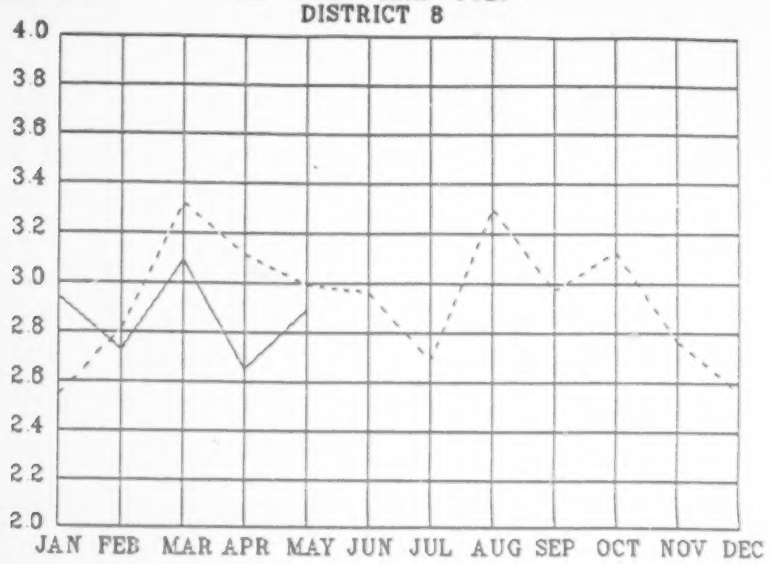
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.2	1.2	-2.6	6.2	7.8							
% Change	Cumulative	12.5	6.3	3.0	3.7	4.6							



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.6	1.8	4.4	1.1	18.4							
% Change	Cumulative	10.6	6.0	5.4	4.4	7.2							

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



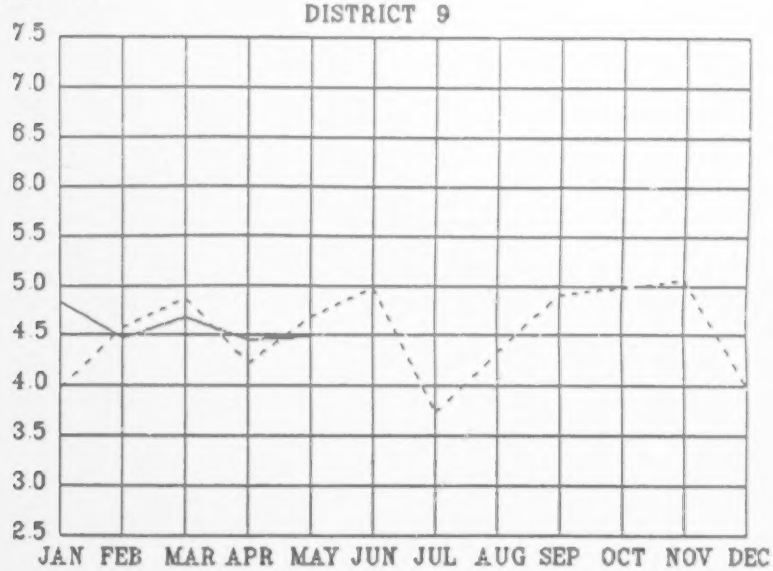
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	-3.1	-7.0	-14.9	-3.4							
% Change	Cumulative	15.8	5.9	0.9	- 3.2	-3.3							

MILLIONS

CANADA
DISTRICT 9



1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	22.0	-2.2	-4.0	5.5	-3.9							
% Change	Cumulative	22.0	9.1	4.3	4.6	2.8							